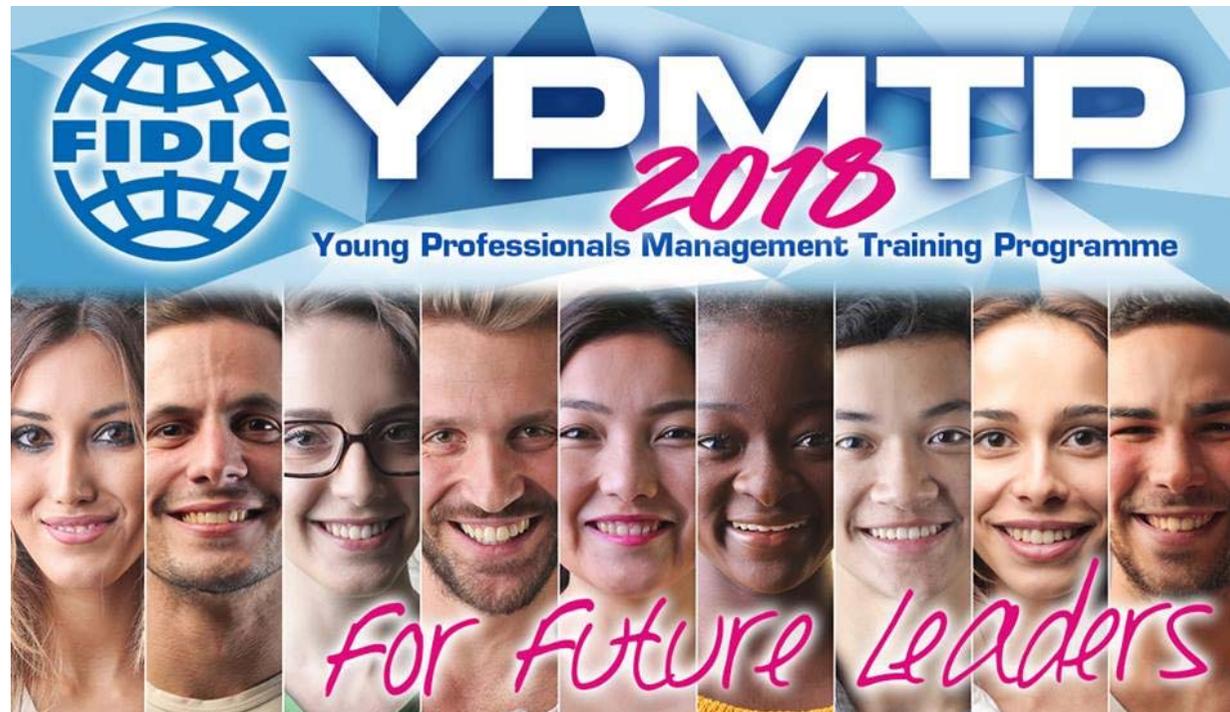


International Federation of Consulting Engineers FIDIC



Young Professionals Management Training Programme (YPMTP) 2018



International Federation of Consulting Engineers

YPMTP 2018

Introduction

- Management training for engineers and technical staff
- Based on FIDIC Guide to Practice
- Real life case studies on a virtual platform over 7 months
- Lectures and mentoring by key FIDIC specialists
- Presentation of results and discussions in internet based classroom
- Lecturing and discussions during 5 days in connection with the 2018 FIDIC Conference in Berlin

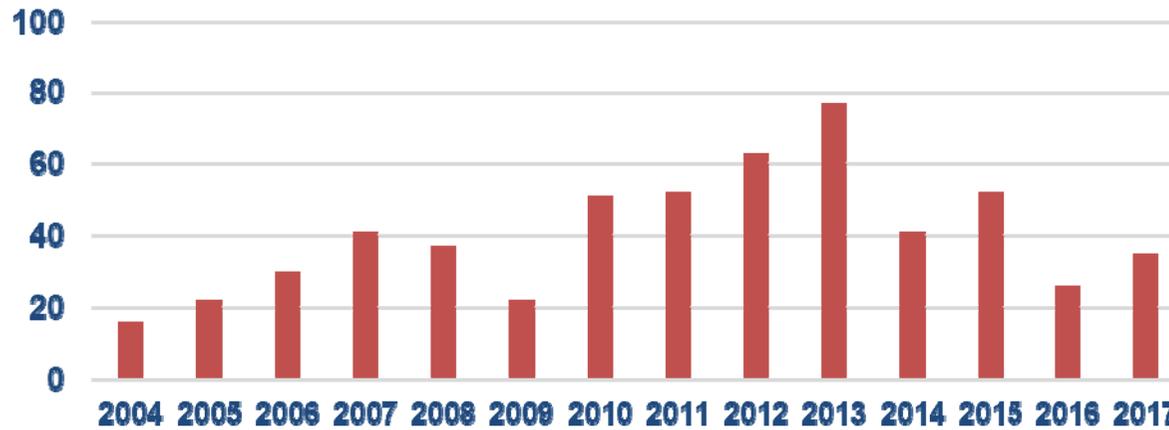


YPMTP 2018

- The YPMTP is tailored to consulting engineers or persons with similar technical background wishing to improve their general management skills. Your experience will be tested and honed in dialogue with other Young Professionals (YPs), you will learn from team members with a different background and experience and from the YPMTP Mentors.
- Up to 20 nationalities are represented every year resulting in international networking opportunities for all.
- Has been attended by some 600 students since 2004 from 80 countries.



No. Participants / Year



YPMTP Participants / Continent



YPMTP 2018

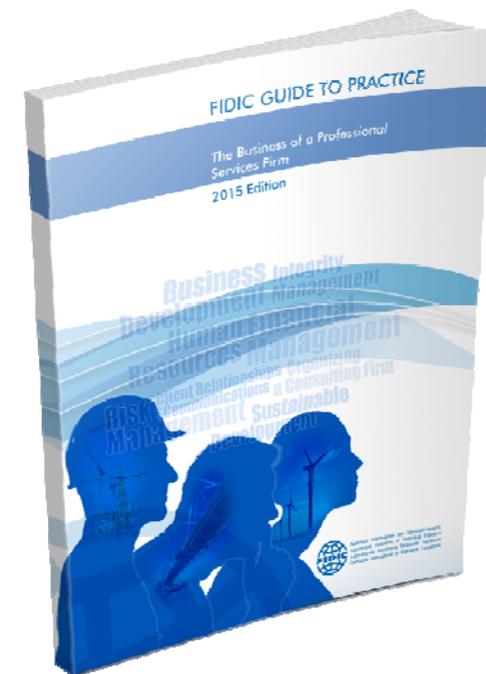
The textbook value of the **Guide to Practice**

Keep it handy,

Or active on your computer

Get a quick indication on many subjects

YPs get an electronic copy with the course





YPMTP 2018

- **Contents**

- 1. Organization and Human Resources**

- Starting a company and building up your staff
 - Growing the company, risk assessment, organization
 - Ownership structures, from partnership to shareholding
 - Attracting staff, training, work/life balance
 - Merger and acquisition



YPMTP 2018

2. Marketing and business development

- Marketing, branding, reaching the clients, triple bottom line, local or global
- Financial management
- Quality management
- Risk management
- Professional indemnity insurance



YPMTP 2018

3. Business Consolidation

- Client relationship and communication
- Sustainable development
- Business integrity management



How YPMTP works:

- Participants are divided into teams according to time zones
- Case and questions are presented in Adobe Connect classroom
- Discussions and replies are presented on a Podio platform
- Input is commented upon by mentors and supplemented by lectures
- Monthly classroom sessions where discussions are summarized by two editors from the team
- Everything is recorded and may be retrieved for later study
– you will never miss a session



- The final sessions take place during 5 days in connection with and prior to the FIDIC Conference. The learning is reviewed through lectures and discussions. The Conference itself takes place in the following 3 days.
- The participants will contribute to the Conference through a Future Leaders Workshop to which all Conference participants are invited.
- The team will present its own perception of the future requirements to the consulting industry.



On line Monthly Sessions

The screenshot displays a Zoom meeting interface. On the left, a presentation slide titled "FIDIC Presentation" is shown. The slide includes the following text:

- Vision:** Enabling the development of a sustainable world, as the recognised global voice for the consulting engineering industry
- Mission:** Work closely with stakeholders to improve the business climate in which members operate and enable them to contribute to making the world a better place to live in, now and in the future
- Founded in 1913**
- Headquarters in Geneva**

The slide also features a photograph of the FIDIC headquarters dome in Geneva and the FIDIC logo with the text "International Federation of Consulting Engineers".

On the right side of the Zoom window, a "Video (1)" panel shows a single participant, Steen Frederiksen. Below it, an "Attendees (10)" list is visible, including Steen Frederiksen as the host and several participants.

The main Zoom window displays a "Question 2.11" slide with the following content:

How do you improve budgeting procedures and safeguard quality of financial reporting?

- Market intelligence to forecasting upcoming projects and revenues (Dustan)
- Know-how from previous projects (Jose, Sean).
- Identify political changes (Jose, Werner, Andre).
- Monitor and follow up (Sean, Jens, Keshan)
- Zero-Based Budgeting – ZBB (André)

•"A tracking schedule of all submitted proposals is also used by our firm to track the amount of work we have pending adjudication, we normally split this work per division and have a % confidence that we will be awarded the work." Dustan. It is interesting and we use it here also. The % we use is 10%, 30%, 70% or 90%, really low chances, low, high and really high.

On the right side of the Zoom window, a "Video (2)" panel shows two participants: Steen Frederiksen and André Assumpção. Below it, an "Attendees (16)" list is visible, including André Assumpção as the host and 15 participants. A "Chat (Everyone)" panel at the bottom right shows messages from Jens Bottcher Meyer, Tijana Smiljanic, and Seyram Agwadze.

Face to Face Meetings



Future Leaders Workshop



Technical Tours & Presentations



Social Activities



Graduation Ceremony





It's International

- You develop an international network – most years more than 20 countries are represented.
- You develop leadership and communication skills, intercultural understanding and a perspective on the future requirements in the consulting industry.
- A good command of English is required
- Total estimated input 100 hours plus 8 days at the FIDIC Annual Conference location.



FIDIC

Young Professionals Management Training Programme 2018

Check out this overview of FIDIC's successful YP Management Training Program. Enrollment has grown year over year as both firms and individual aspiring consulting professionals realize that this is a one off opportunity.



YPMTP 2018

Consulting companies and Young Professionals, this is your unique opportunity to be part of a once in a lifetime training and networking experience. Ask your management for approval to attend

Check the link: www.ypmtp.org

Link to registration: <http://fidic.org/ypmtp2018>

**Registration must be before kick-off
05.02.**

